F.E. Dosch
8

P-12-1

PACIFIC FRUIT EXPRESS COMPANY

May News Letter

San Francisco, May 21, 1958.

P.F.E. Loadings

	1958			1957		
	PFE CARS	Foreigns	Total	PFE Cars	Foreigns	Total
April	23,323	905	24,228	23,023	718	23,741
Jan.-April	109,217	9,042	118,259	104,277	4,503	108,780

Car Situation

During first half of May the on-line net supply was maintained at a consistent level between 11,000 and 12,000 cars for a ratio to daily usage of 13 to one, indicating a more than adequate surplus. West tide through gateways for balance of May should increase gradually, but not in proportion to off line loadings, so that car supply will shrink to a nine to one ratio by the end of the month. This is no more than an adequate working backlog going into the heavy June loading period. Foreign car usage will be confined to suitable fan cars developing from unloads until June 1st when it may become necessary to request foreign lines' assistance in addition to B.A.R. cars which, according to agreement, are now being directed into P.F.E. tide at points west of New England States. All Eastern railroads have been alerted to the importance of prompt handling of P.F.E. cars westbound to our contract lines' gateways.

Crop Conditions

Along Union Pacific -

Idaho potatoes continue to move in heavier than normal volume through first half of May and while shipments are expected to drop sharply week commencing May 18th, loading thereafter may continue to exceed that of the comparable period last year. Storages should be exhausted by end of May.

Northwest District: All shipping will be in normal seasonal volume consisting of tree fruits, frozen foods, and miscellaneous commodities. The new tree crops in Hood River and Yakima Valleys are progressing satisfactorily and normal crops may be expected.

Eastern District: Potato season for Colorado and western Nebraska was completed during last days of April. A resume of the movement indicates only 363 shipments of Colorado potatoes were moved via Union Pacific vs. 478 last year, and from Nebraska only 53 car loads compared with 166 last

year. 94% of the crops moved in trucks. Loadings for May will consist of packing house products, canned goods, and miscellaneous commodities which should move in normal volume.

Along Southern Pacific -

Oregon: Pear and potato storages in southern Oregon are shrinking rapidly and will be practically exhausted by end of month. Frozen Foods, canned goods, and nursery stock will constitute the bulk of the light loading from this section during next few months.

Northern California: Quality of Salinas lettuce has improved considerably during past few weeks; however, production is far below last year due to light acreage. Loadings have been running about 125 daily and will probably reach a peak of around 150 daily late in the month. Lettuce from Brentwood-Patterson area has all been harvested. This deal was hurt badly by excessive rains during the growing period. Kern County potato movement is well under way with Edison District over its peak. Arvin Branch and Saco-Lerdo areas are increasing in volume, but production is lighter than normal due to the heavy rains during March and early April. All tree fruit crops in Central Valleys and Hill Districts will be lighter than normal; however, a good pear crop is in prospect for Lake and Mendocino Counties. Porterville citrus is in seasonal decline.

Southwest District: The new lettuce deal around Willcox and Bowie, Arizona, is under way and shipping will increase steadily balance of May. Cantaloupe movement has started in Imperial Valley, and Yuma Valley fields will start producing last week in May. Tomato movement off West Coast of Mexico is rapidly approaching its end. Cantaloupes and watermelons are crossing in good volume and will continue in decreasing amounts through the month. Citrus loading in southern California will increase gradually, and miscellaneous vegetables in Oxnard and Guadalupe Districts should maintain steady movement through the balance of month.

T.& N.O.: Miscellaneous vegetable crops in Rio Grande Valley and Eagle Pass area are near the end of harvest. Tomatoes from the Valley are under way and will increase gradually. Mexican cantaloupe production is past its peak and crossings will decrease steadily. Tex-Mex onions from Laredo and Coastal Bend are in seasonal decline and harvest will be finished by end of month.

- - - - - - - -

NEW "INCENTIVE" FREIGHT RATES

I am sure you have seen numerous articles dealing with the plight of the railroads, their efforts to secure repeal or adjustment of the agricultural exemptions under which truckers now move farm products without year. 94% of the crops moved in trucks. Loadings for May will consist of packing house products, canned goods, and miscellaneous commodities which should move in normal volume.

Along Southern Pacific -

Oregon: Pear and potato storages in southern Oregon are shrinking rapidly and will be practically exhausted by end of month. Frozen foods, canned goods, and nursery stock will constitute the bulk of the light loading from this section during next few months.

Northern California: Quality of Salinas lettuce has improved considerably during past few weeks; however, production is far below last year due to light acreage. Loadings have been running about 125 daily and will probably reach a peak of around 150 daily late in the month. Lettuce from Brentwood-Patterson area has all been harvested. This deal was hurt badly by excessive rains during the growing period. Kern County potato movement is well under way with Edison District over its peak. Arvin Branch and Saco-Lerdo areas are increasing in volume, but production is lighter than normal due to the heavy rains during March and early April. All tree fruit crops in Central Valleys and Hill Districts will be lighter than normal; however, a good pear crop is in prospect for Lake and Mendocino Counties. Porterville citrus is in seasonal decline.

[illegible]

Southwest District: The new lettuce deal around Willcox and Bowie, Arizona, is under way and shipping will increase steadily balance of May. Cantaloupe movement has started in Imperial Valley, and Yuma Valley fields will start producing last week in May. Tomato movement off West Coast of Mexico is rapidly approaching its end. Cantaloupes and watermelons are crossing in good volume and will continue in decreasing amounts through the month. Citrus loading in southern California will increase gradually, and miscellaneous vegetables in Oxnard and Guadalupe Districts should maintain steady movement through the balance of month.

T.& N.O.: Miscellaneous vegetable crops in Rio Grande Valley and Eagle Pass area are near the end of harvest. Tomatoes from the Valley are under way and will increase gradually. Mexican cantaloupe production is past its peak and crossings will decrease steadily. Tex-Mex onions from Laredo and Coastal Bend are in seasonal decline and harvest will be finished by end of month.

- - - - - - - -

NEW "INCENTIVE" FREIGHT RATES

I am sure you have seen numerous articles dealing with the plight of the railroads, their efforts to secure repeal or adjustment of the agricultural exemptions under which truckers now move farm products without regulation by the Interstate Commerce Commission; repeal of the special wartime tax on transportation; and other matters.

The rail carriers are not relying on these efforts alone to improve their situation but are taking many other steps which hold forth some possibility of help in improving their lot, traffic-wise for example. In so far as your own company is concerned, we are conducting a study with the shipping public to develop the most satisfactory and efficient car to handle not only perishable traffic from the growing areas, but also other freight on return movement of the car rather than have it returned empty by the carriers, as a large part of our equipment returns today. The possible savings to the railroads are obvious.

While our employes who contact the shipping public are all well aware of new "incentive rates" established by the railroads on perishable freight from the West Coast and other areas, I would like to give here a few details concerning them for general information, that all our employes may know of this new attempt to return traffic to the rails and strengthen our jobs.

These new rates are designed to offer the shipper lower transportation costs per hundred pounds with resultant lower per package cost, while simultaneously increasing railroad earnings per car through heavier loading of the car. To accomplish this a scale of rates has been established, graduating downward as the carload weight increases. An example is given below for illustration only, applying on lettuce from Salinas, California, to Chicago, Illinois:

Carload Minimum Weight	Freight Rate	Charge For Standard Refrigeration		Charge Per Package
20,000 pounds	$2.19 per 100#, plus	$101.90 per car	=	$1.160
30,000 "	2.09 " " "	101.90 " "	=	1.045
33,000 "	1.99 " " "	101.90 " "	=	.988
36,000 "	1.89 " " "	101.90 " "	=	.934
40,000 "	1.78 " " "	101.90 " "	=	.875

Refrigeration rates are applied separately and in addition to the freight rate, and here again the shipper saves when he loads heavier at the lower rates, as refrigeration rates are applied "per car"; consequently, the heavier carload moves at the same refrigeration charge as the lighter one, but "per package" or "per 100 pounds" it results in a lower charge.

The combined savings to the shipper are substantial, as is readily evident from the tabulation.

Our new mechanical refrigerator cars are playing an important part in this picture, providing greatly increased loading space and controlled temperatures intransit.

In the near future we hope to give a more elaborate table illustration of the service that will be affected on the various commodities.

- - - - - - - - - -

We are happy to report that five P.F.E. people have submitted essays to the Annual Essay Contest conducted by the Purchases and Stores Division of the Association of American Railroads.

Following are the names of those who submitted essays;

Waldo H. Pratt, Jr.
Assistant District Storekeeper
Roseville.

Robert Rodriguez
Assistant Section Stockman
Los Angeles.

Kenneth E. Newton
Section Stockman
Los Angeles.

Michael G. Miskanic
Section Stockman
Los Angeles.

Kempie W. Gregg
Section Stockman
Nampa.

Essays submitted by Messrs. Newton and Rodriguez of Los Angeles received "Honorable Mention" by the A.A.R., and will be published in the minutes of the annual meeting for distribution to over 120 railroads in this country, Canada, and Mexico.

All essays were well prepared and dealt with timely subjects and I want to extend my congratulations to all five of these gentlemen for their personal interest and contribution to the railroad industry.

- - - - - - - - -

It is with deep regret that we report the death of Chester E. Carner in Chicago on April 10, 1958. Chet worked for the P.F.E. Company for 45 years before his retirement as General Traffic Manager on June 30, 1953.

- - - - - - - - -

Carl Yowell, P.F.E. Agent at Green River, Wyoming, is past Captain of the Sweetwater County Sheriff's Mounted Posse. The Executive Committee of that organization writes of him as follows in the 1958 Annual:

> "On October 15, 1955, eight men met to formulate an idea. That idea became the Sweetwater County Sheriff's Mounted Posse. The group included Sheriff George Nimmo, Carl Yowell, Acie Hymas, John Pittman, Newman MacDonald, Donald Yowell, Leonard Stone and H. J. Long. They informally discussed and argued until they emerged with a plan of organization. Eleven days later the same group met with another approximately twenty town-bound horsemen and the Posse was formed and officers elected.
>
> It was fortunate that Carl Yowell accepted nomination and election to the position that would govern and guide the group for the next two years. With Carl as Captain, the Posse grew rapidly in numbers and in unity. At the first few meetings the membership soon learned that Captain Yowell listened considerately to all ideas presented, sorted them into plans that were possible and desirable, while discarding the impractical. In a few words he quietly guided the thoughts into motions that were acted upon.
>
> The new Posse members found that, despite the fact their body was composed of men of all ages, vocations, and professions, it was working as an organized unit with all in cooperation. By May, the indoor winter meetings were replaced by meetings on the drill field with horses and gear. Amazingly the transition was orderly, and Acie Hymas, the drill master, found that under the discipline instilled by Captain Yowell, he had a group of horsemen that could rapidly be formed into an equestrian drill team.
>
> This newly-born organization received invitations to appear in parades, on drill fields, rodeo grounds, county fairs, and other exhibitions. Gentlemen, it was not coincidence or merely good fortune that made for the popularity of the Sheriff's Posse at this early date. These appearances were the result of Carl Yowell's time spent meeting with celebration committees, fraternal organizations, and rodeo committees; with long distance phone calls arranging hay and grain and space for quartering horses; and with groups to facilitate publicity and financing arrangements. The degree of success of the Sweetwater County Sheriff's Posse is directly proportional to the time, interest, and devotion that Captain Yowell gave to the group.
>
> Captain Yowell has now completed two years at the helm of the Posse and can relax and ride in the ranks. This spring as you watch the new Posse officers and the old Posse members gather round to consult a tall, quite man on a big American Saddler, you'll see the respect and friendship that Carl Yowell has reaped."

Carl Yowell, U.P.R. Agent at Green River, Wyoming, is past Captain of the Sweetwater County Sheriff's Mounted Posse. The Executive Committee of that organization writes of him as follows in the 1958 Annual:

"On October 15, 1955, eight men met to formulate an idea. That idea became the Sweetwater County Sheriff's Mounted Posse. The group included Sheriff George Nimmo, Carl Yowell, Acie Hymas, John Pittman, Newman MacDonald, Donald Yowell, Leonard Stone and W. E. Long. They informally discussed and argued until they emerged with a plan of organization. Eleven days later the same group met with another approximately twenty town bound horsemen and the Posse was formed and officers elected.

It was fortunate that Carl Yowell accepted nomination and election to the position that would govern and guide the group for the next two years. With Carl as Captain, the Posse grew rapidly in numbers and in unity. At the first few meetings the membership soon learned that Captain Yowell listened considerately to all ideas presented, worked them into plans that were possible and desirable, while discarding the impractical. In a few words he quietly guided the thoughts into motions that were voted upon.

The new Posse members found that, despite the fact their body was composed of men of all ages, vocations, and professions, it was working as an organized unit with all in cooperation. By May, the indoor winter meetings were replaced by meetings on the drill field with horses and gear. Amazingly the transition was orderly and Acie Hymas, the drill master, found that under the discipline instilled by Captain Yowell, he had a group of horsemen that could rapidly be formed into an equestrian drill team.

This newly-born organization received invitations to appear in parades, on drill fields, rodeo grounds, county fairs, and other exhibitions. Gentlemen, it was not coincidence or merely good fortune that made for the popularity of the Sheriff's Posse at this early date. These appearances were the result of Carl Yowell's time spent meeting with celebration committees, fraternal organizations, and rodeo committees; with long distance phone calls arranging hay and grain and space for quartering horses; and with groups to facilitate publicity and financing arrangements. The degree of success of the Sweetwater County Sheriff's Posse is directly proportional to the time, interest, and devotion that Captain Yowell gave to the group.

Captain Yowell has now completed two years at the helm of the Posse and can relax and ride in the ranks. This spring as you watch the new Posse officers and the old Posse members gather round to consult a tall, quite man on a big American Saddler, you'll see the respect and friendship that Carl Yowell has reaped."

Participation in local affairs is certainly commendable, and we are most happy to see this tribute to Captain Yowell. Because we know it will have general interest among P.F.E. people, we have included it in the News Letter.

- - - - - - - - - - -

The following article was read at a Safety Meeting held in Yuma, Arizona, April 25th, by Mr. R. R. ("Dick") Jones, P.F.E. Agent, which I believe will be of great interest to all P.F.E. people:

LAWS OF NATURE

A good thing to read at our safety meetings

"As you all know we have hundreds of man-made laws which we are expected to obey. Some of these laws we don't particularly like and some we ignore or break now and then.

Yet laws are necessary when we live in a civilized community or there would be nothing but confusion. Laws are made for our own welfare and are intended to give the greatest good to the greatest number.

Should we get cought breaking man-made laws, we know in advance pretty well what the punishment will be. Also we know that there is also the possibility that we may evade punishment by some technicality which is human as 'besting the rap'.

We are also governed by another set of laws known as the laws of nature. These laws never change, and should we get caught breaking them, we don't know in advance what the penalty will be. Also, we can never beat the rap on these. As in man-made laws, ignorance of the law does not relieve us from the consequences.

It might be well to review a few of nature's laws which have to do with our safety. First, there is the law of gravity. Simply stated, this is, a falling object will fall to earth at an accelerating speed of 11 feet per second. The 'object' as defined by nature can be anything. It may be a block of ice falling over, a tool falling off the deck or even you falling from a car or ladder. It is obvious that we need keep on the alert so as to avoid falling objects or becoming one ourselves.

Another law of nature is that an object in motion will continue in motion until opposed by an equal force. Thus it can be mighty rough on our toes if they have to be the force to oppose and stop the motion of a dropped hatch plug. Lakewise it is smart to let something beside your head resist the motion of a piece of ice falling from the platform.

There are also less well known laws of nature concerning tensile strength. That is, the resistance of a substance to abrasion, tearing, or puncturing. You all know that a picaroon

will penetrate deeper into a piece of pine than into a piece of oak. Also it is much easier to tear paper than leather. You all have found that one piece of steak is easy to cut, while another is not. One is called tender, the other tough. Yet we know that if enough force is applied, the picaroon will drive through the oak plank and, leather can be torn and the tough steak can be cut. Knowing this, it is common sense that we avoid subjecting our own bodies to these hazards through carelessness.

There are many, many more laws of nature which we must obey if we are to live happily, or even live at all. I have not touched on those concerning electricity, but these are just as rigid. Unless we are electricians, we are not so sure of these. Signs and warnings safeguard us in most situations where electricity is concerned. When electricity is involved and we have no warning signs to guide by, the best advice is 'DON'T.'

Another set of nature's laws are know as the laws of chance. Some of you probably know a good deal about these laws without thinking of them as such. For instance, if you flip a coin, you know that there is a fifty-fifty chance of it coming up heads. You know that it is harder to roll snake eyes or box cars in dice than it is a seven. Some of you may have learned to your sorrow how hard it is to fill an inside straight in poker, and to draw a royal flush is a once-in-a-lifetime experience. But the experts can tell you exactly what your chances are on these or any other situation.

Accident insurance experts can also tell you what your chances are of getting hurt and how badly when you violate nature's laws. Your chance of getting hurt in some instances may be that of tossing a coin. In others it might be as remote as drawing the royal flush. In either case when it is your life which is at stake, the chance is much too great to take.

While the laws of nature are many and possibly hard for us to grasp, our safety rule book covers those which affects our safety. If we follow it closely, we need not get involved in the laws of chance."

Whether or not Dick is the author of this article, it presents a "new look" to the subject of SAFETY and he has nicely turned a phrase here and there to fit our own operations.

- - - - - - - - - - - -

Chas. Ahern
Vice President & General Manager